



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

Posted 07/31/2014 JW
Posted 08/06/2014 JW

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, August 7, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – June 26, 2014
- 3.0 Unfinished Business
 - 3.1 Review Previously Tabled Instructor Application for Heidi Gilmore
- 4.0 New Business
 - 4.1 Update from the Commission – Ms. Klimowicz
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Association of Realtors School
 - 4.2.1.1 Course Title: CRS 200: Business Planning and Marketing
Credit Hours: 6.0
Module: 6 & 7
 - 4.2.1.2 Course Title: New Home Construction and Buyer Representation
Credit Hours: 7.0
Module: 6 & 7
 - 4.2.1.3 Course Title: New Negotiating Edge: A 5-Step Behavioral Model
Credit Hours: 6.0
Module: 6 & 7
 - 4.2.1.4 Course Title: Short Sales and Foreclosures (SFR)
Credit Hours: 6.0
Module: 6 & 7

4.2.2 Course Provider: Delaware Association of Realtors

4.2.2.1 Course Title: Module 1: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

4.2.2.2 Course Title: Home Inspections, Blessing or Curse
Credit Hours: 3.0
Module: 3

4.2.2.3 Course Title: Module 5: Legislative Issues
Credit Hours: 3.0
Module: 5

4.2.2.4 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6

4.2.3 Course Provider: Jack Lingo, Inc., REALTOR

4.2.3.1 Course Title: Risk Management
Credit Hours: 3.0
Module: 4

4.2.3.2 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6

4.2.4 Course Provider: Maryland Association of REALTORS

4.2.4.1 Course Title: I don't Give a Twit – Social Media Risk Management
Credit Hours: 3.0
Module: 7

4.2.4.2 Course Title: Regulatory Issues & Technology – An Introduction to Social
Media
Credit Hours: 3.0
Module: 7

4.2.4.3 Course Title: Successfully Navigating Short Sales
Credit Hours: 3.0
Module: 7

4.2.4.4 Course Title: Understanding Settlement Procedures & the HUD 1
Credit Hours: 3.0
Module: 7

4.2.4.5 Course Title: When Intimidation Isn't Flattering – Intellectual Property Law
for Real Estate Professionals
Credit Hours: 3.0
Module: 7

4.2.5 Course Provider: New Castle County Board of Realtors

4.2.5.1 Course Title: "Everything You Always Wanted to Know About Ethics"

Credit Hours: 3.0
Module: 2

4.2.6 Course Provider: Omega Real Estate School

4.2.6.1 Course Title: Agency, Fair Housing & Ethics
Credit Hours: 3.0
Module: 1

4.2.6.2 Course Title: The Agreement of Sale & The Listing Agreement
Credit Hours: 3.0
Module: 3

4.2.7 Course Provider: Sterling Education Services

4.2.7.1 Course Title: Landlord-Tenant Law: Leases, Evictions, Litigation and Settlements
Credit Hours: 8.0
Module: 7

4.2.8 Course Provider: The CE Shop, Inc.

4.2.8.1 Course Title: Enhance Your Brand & Protect Your Clients with Data Privacy & Security
Credit Hours: 3.0
Module: 7

4.2.8.2 Course Title: Roadmap to Success: Business Planning for Real Estate Professionals
Credit Hours: 3.0
Module: 7

4.2.8.3 Course Title: Uncle Sam has Homes for Sale: Listing and Selling HUD Homes
Credit Hours: 3.0
Module: 7

*4.2.9 Course Provider: Sussex County Association of Realtors

4.2.9.1 Course Title: Consumer Decision Journey
Credit Hours: 3.0
Module: 6 or 7

4.2.9.2 Course Title: Post Foreclosure Settlements
Credit Hours: 3.0
Module: 3 or 5 or 7

4.3 Review of Instructor Applications

4.3.1 Trista Curzydlo

Continuing Education: Module 7 – I Don't Give a Twit – Social Media; Risk Management; When Intimidation Isn't Flattering: Intellectual Property Law for Real Estate Professionals

4.3.2 Gee Dunsten

Continuing Education: Module 7 – Successfully Navigating the Short Sale

- 4.3.3 Alisha Cooper
Pre-Licensing Course: Orientation – Math Pre-Test; Real Estate Mathematics

Broker's Course: Financing; Mathematics
- 4.3.4 Robert Flynn
Continuing Education: Module 7 – Understanding the Settlement Procedure & the HUD 1
- 4.3.5 Edward Hatch
Continuing Education: Module 6; Module 7 – CRS 200; CRS 201; CRS 202; CRS 210; New Negotiating Edge; Extraordinary Customer Service; CRB; Risky Business in RE; CRB – Customer Service; Customer Service Referral Business
- 4.3.6 Bill Lublin
Continuing Education: Module 7 – Regulatory Issues & Technology – An Introduction to Social Media
- 4.3.7 Robert Weir
Continuing Education: Module 2
- 4.3.8 Andrew Wetzel
Continuing Education: Module 2; Module 6; Module 7 – Realtors Property Resource (RPR); ABR; E-PRO; SFR; SRES; Ethics
- *4.3.9 Lori Darkow
Pre-Licensing Course: Mathematics
- *4.3.10 Franklin Serio
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – All CRS Courses, Business Planning, Negotiation; Technology; Selling Skills

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

4.4 Review of Student Requests for Approval of Continuing Education

- 4.4.1 Student Name: Brian Doreste
Course Title: General Module – Mandatory Continuing Education
Course Provider: Polley Associates
Credit Hours: 6.0
Requesting Approval for Modules: 5 and 7
- 4.4.2 Student Name: Brian Doreste
Course Title: Real Estate Investment – Broker Level Course
Course Provider: Polley Associates
Credit Hours: 18.0
Requesting Approval for Modules: 1, 2, 3, 4, 6, & 7

- 4.4.3 Student Name: Brian Doreste
Course Title: Residential Module – Mandatory Continuing Education
Course Provider: Polley Associates
Credit Hours: 6.0
Requesting Approval for Modules: 5 & 7
- 4.4.4 Student Name: Brian Doreste
Course Title: Residential Property Management – Broker Level Course
Course Provider: Temple University
Credit Hours: 18.0
Requesting Approval for Modules: 1, 2, 3, 4, 6 & 7
- 4.4.5 Student Name: Kevin McGowan
Course Title: 2014 SIOR World Conference
Course Provider: SIOR
Credit Hours: 5.0
Requesting Approval for Modules: 6 & 7
- 4.4.6 Student Name: Charlene Carter
Course Titles: Property Management Success, Part I
Property Management Success, Part II
Foreclosure Basics
How Licensees Manage Risk
Environmental Laws
Course Provider: RealEstateCE.com
Credit Hours: 14
Requesting Approval for Modules: 2, 4, 5, 6 & 7

4.5 Review Requests for Reconsideration of Instructor Approval

- 4.5.1 AJ Johnson – Requesting to be Reconsidered for Approval of Module 1 (Agency & Fair Housing)
- 4.5.2 Ron Hohrein – Requesting to be Reconsidered for Approval of Pre-Licensing Courses

4.6 Discussion Regarding Denial of Applications

- *4.7 Review Request for Amendment to Instructor Approval
 - 4.7.1 John Tarburton - Requesting Approval for Module 7 - Foreclosure

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 4, 2014 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

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- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.